



210

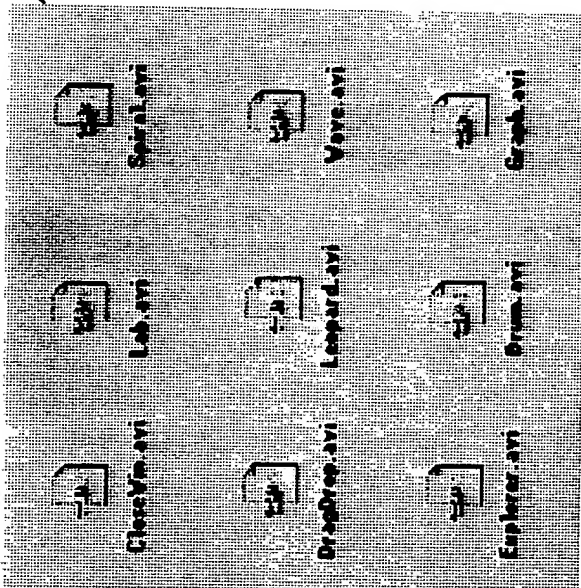
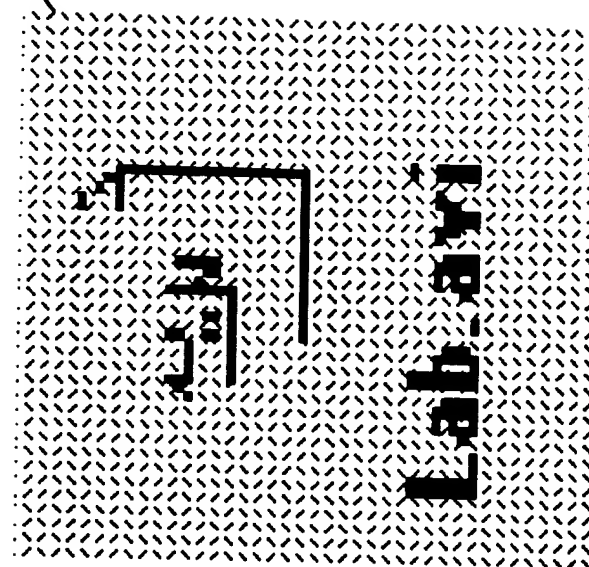
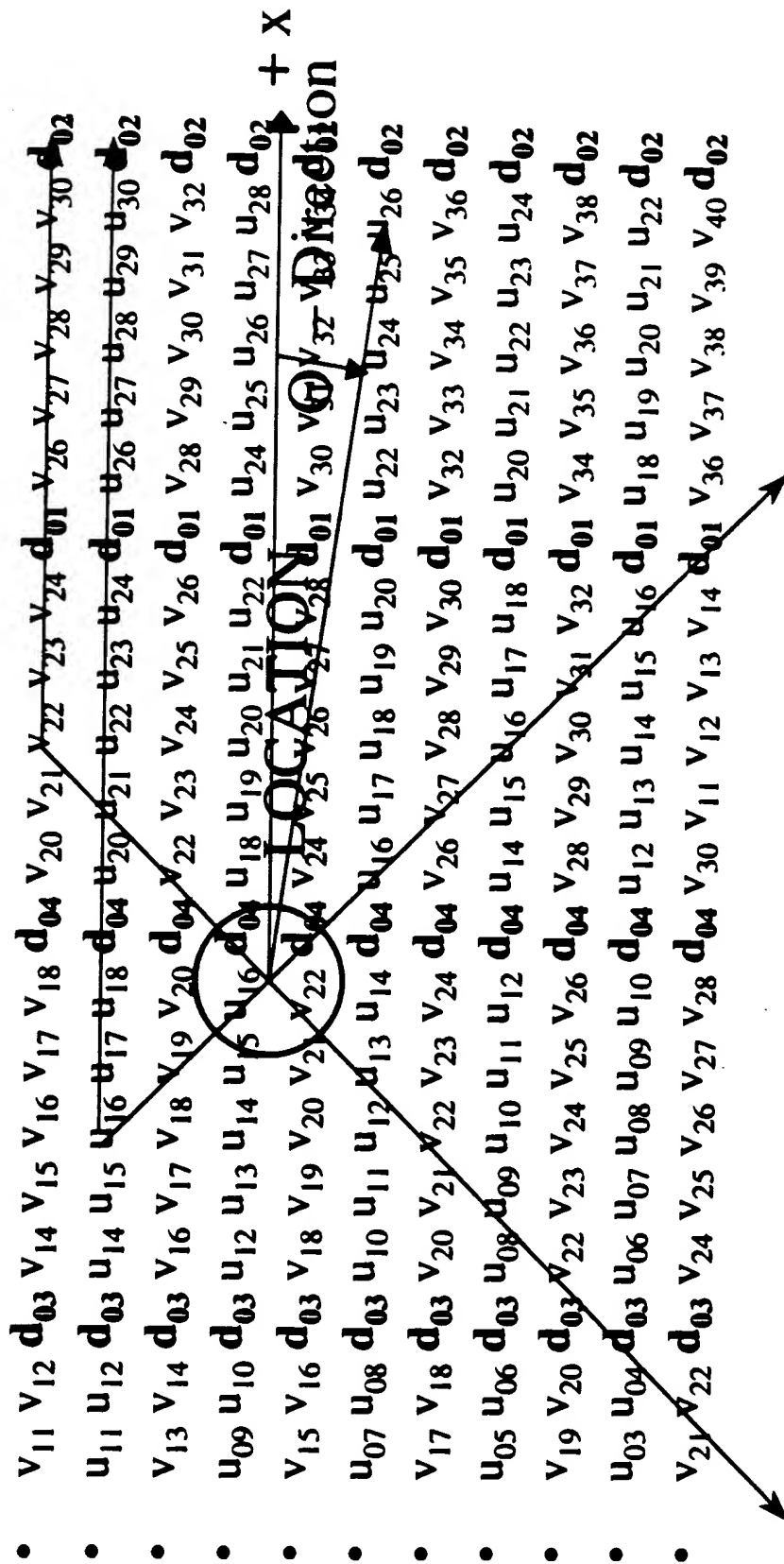


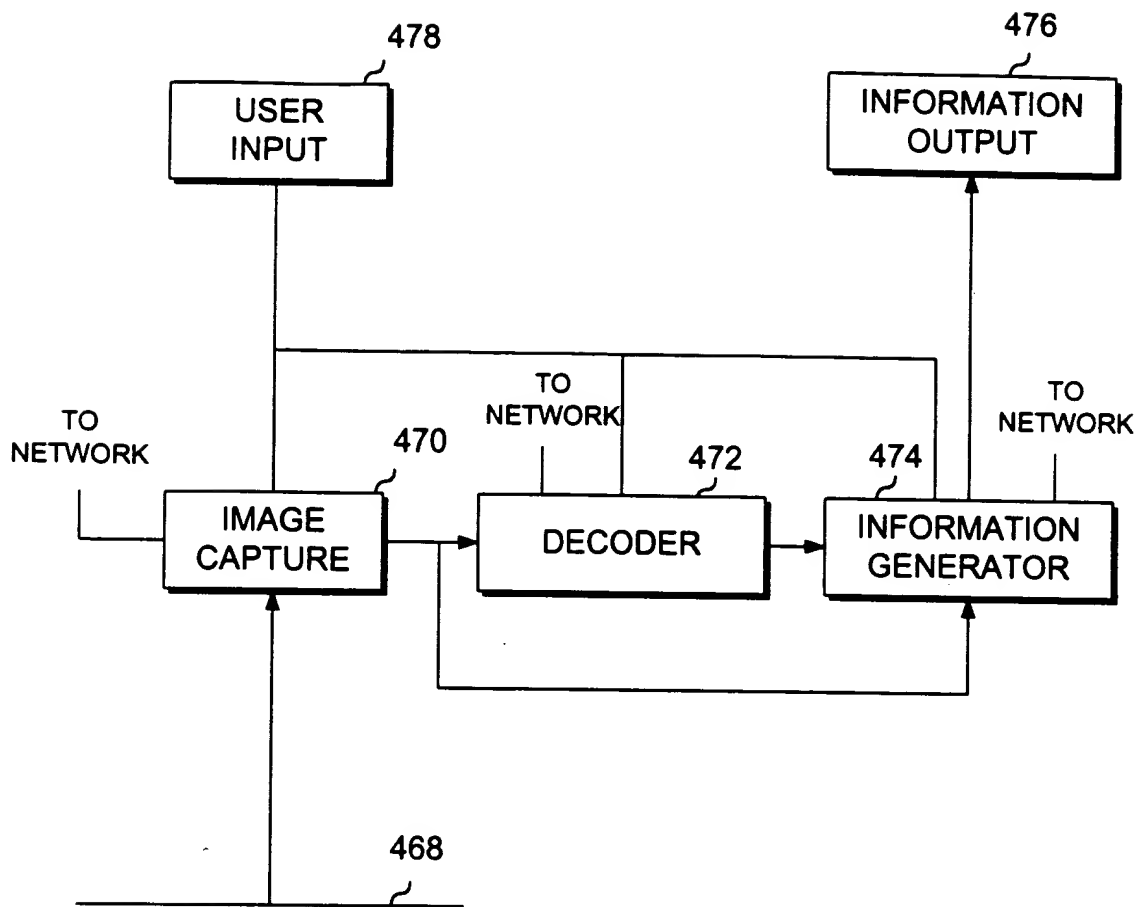
Fig. 2

212-

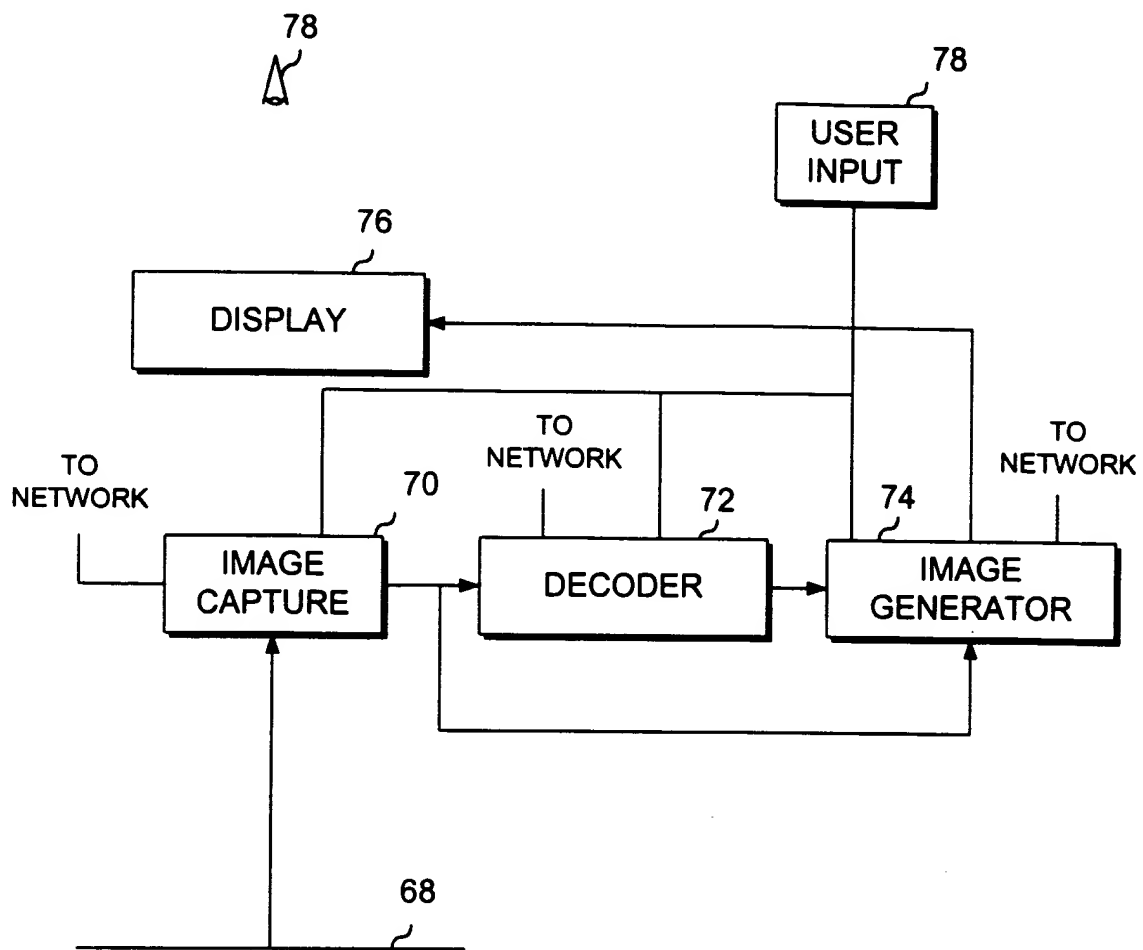


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Lij

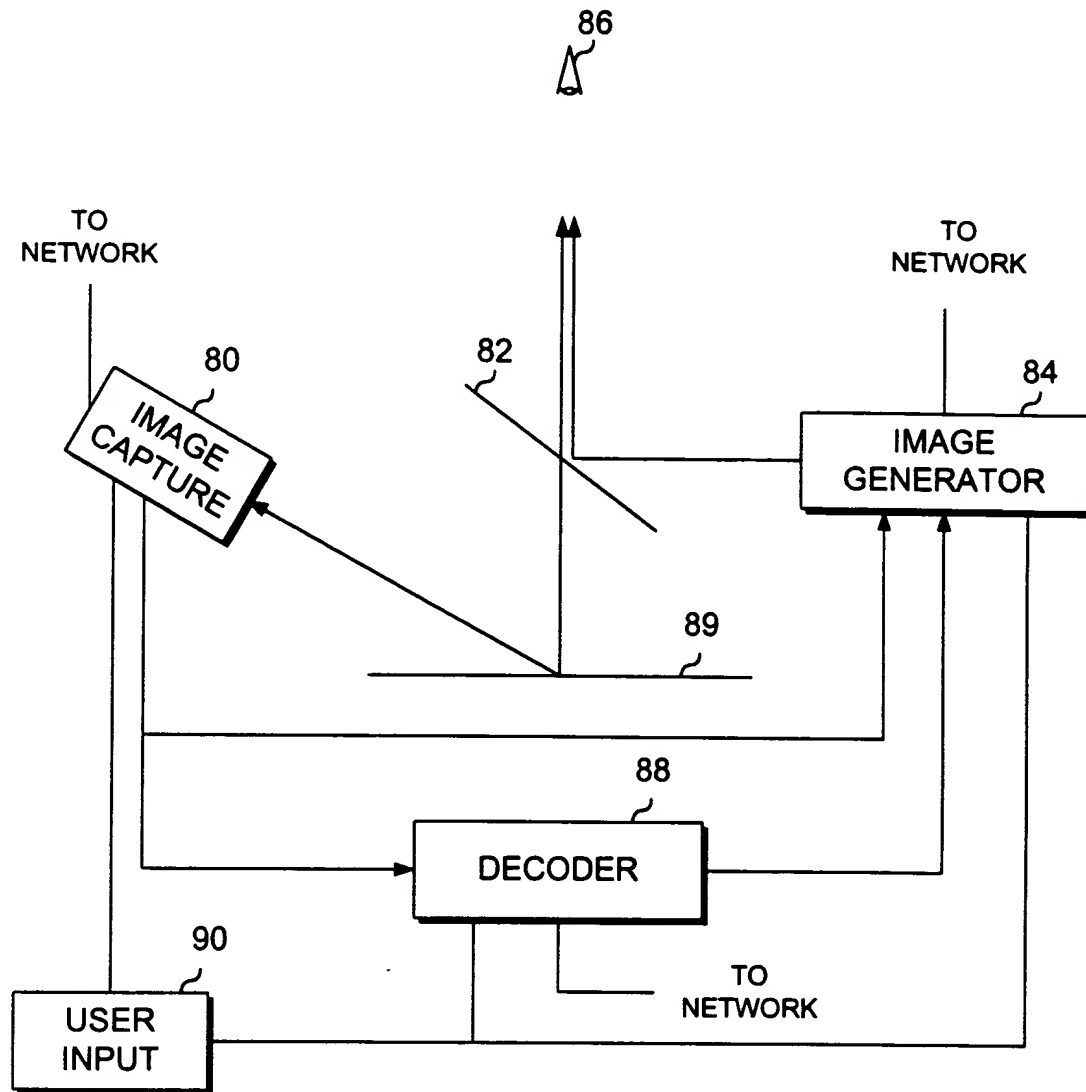




**Fig. 5**



**Fig. 6**



**Fig. 7**

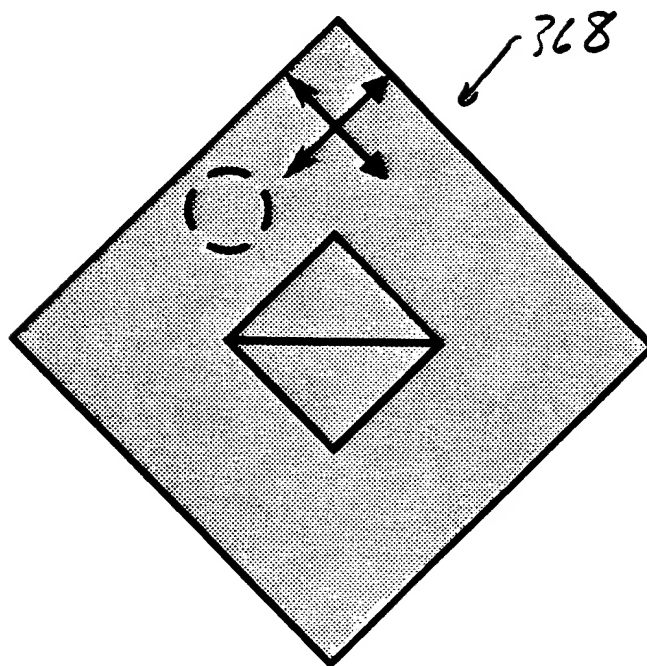
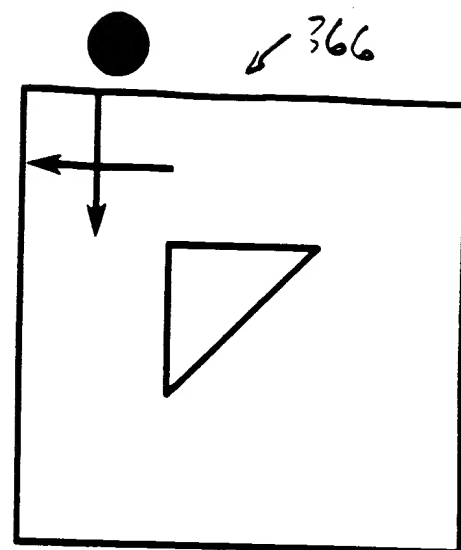
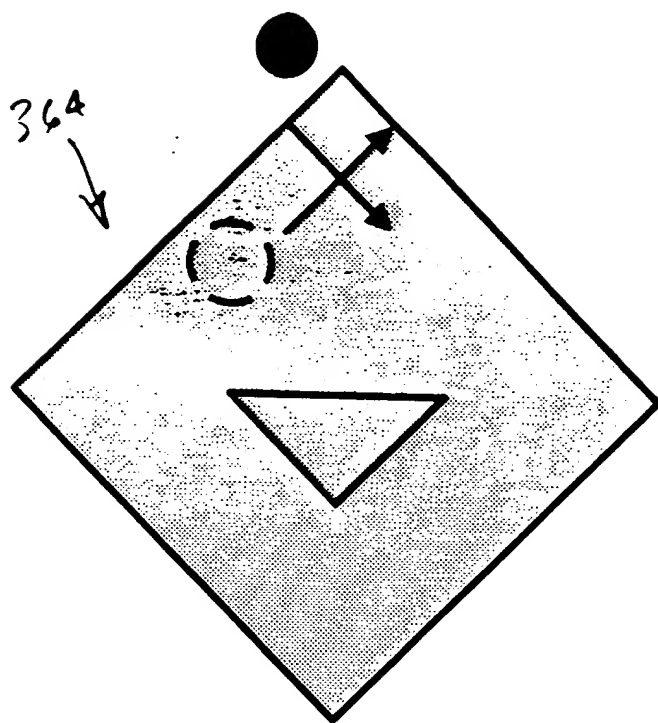


Fig. 8

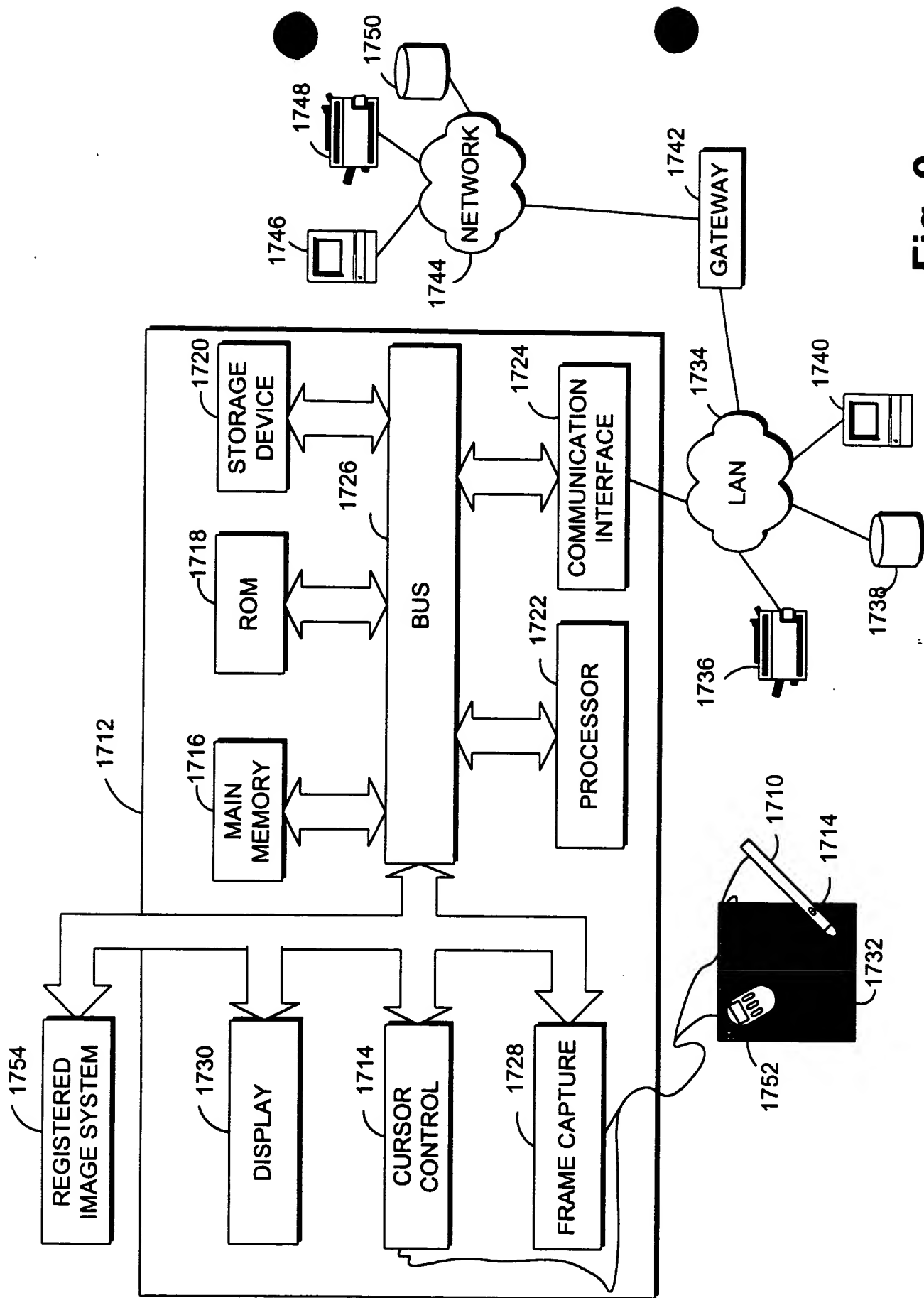
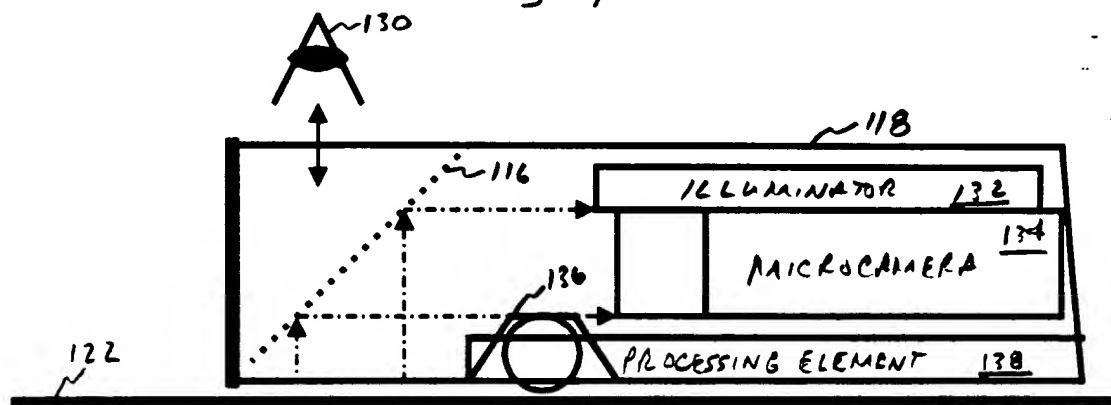
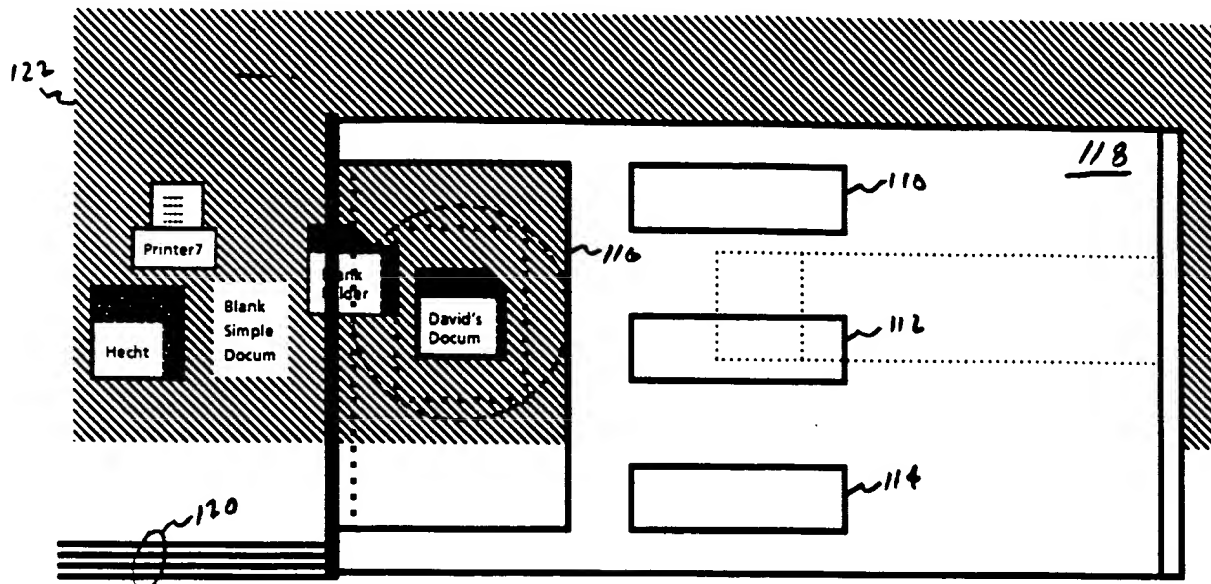


Fig. 9





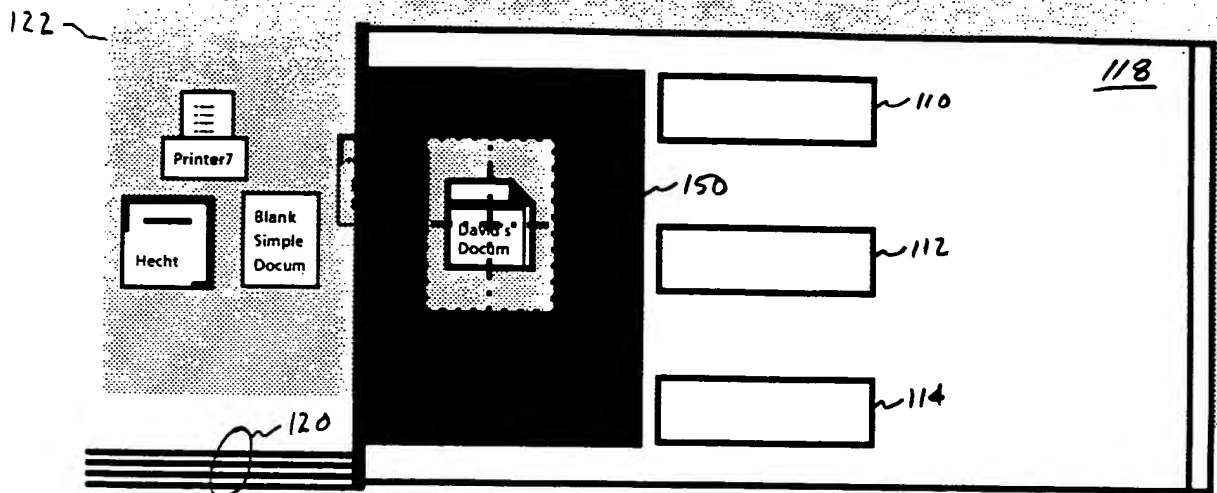


Fig. 12

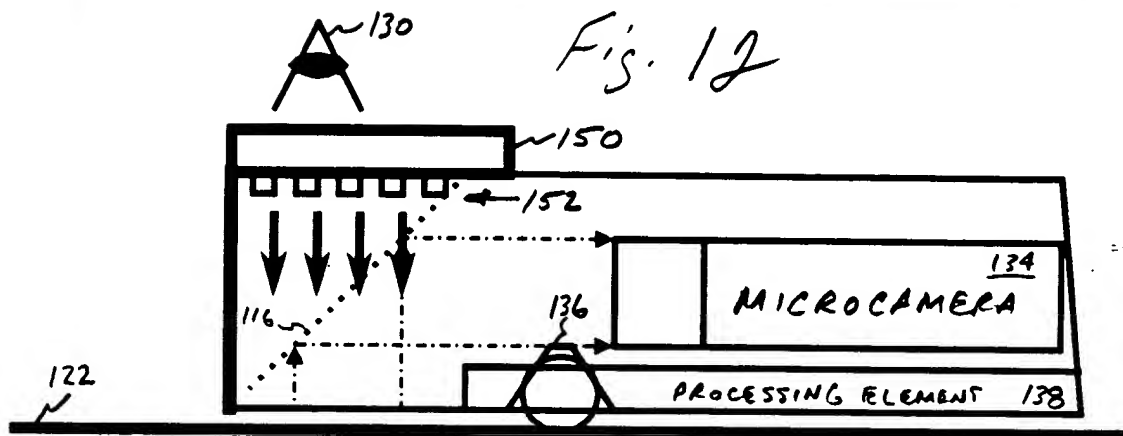


Fig. 13

122

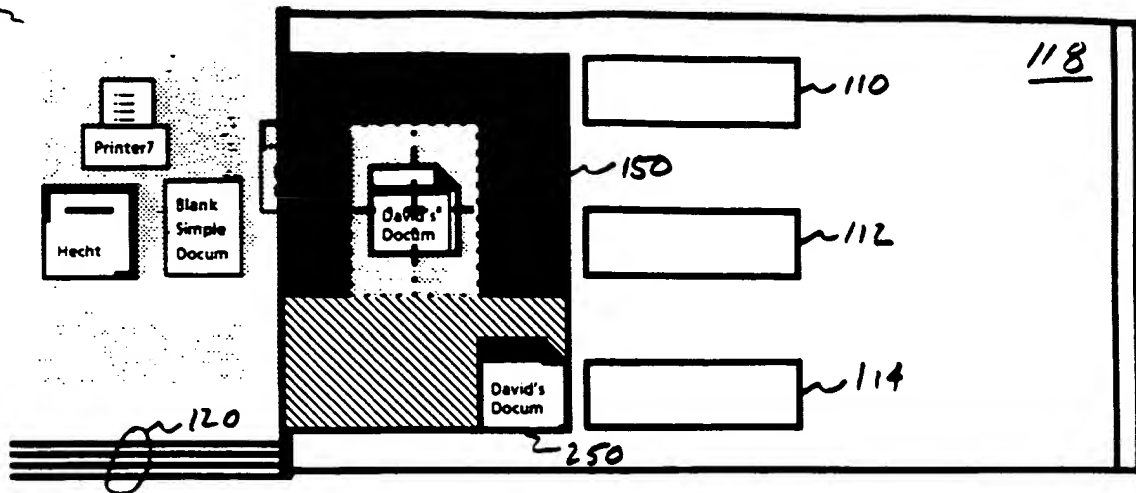


Fig. 14

122

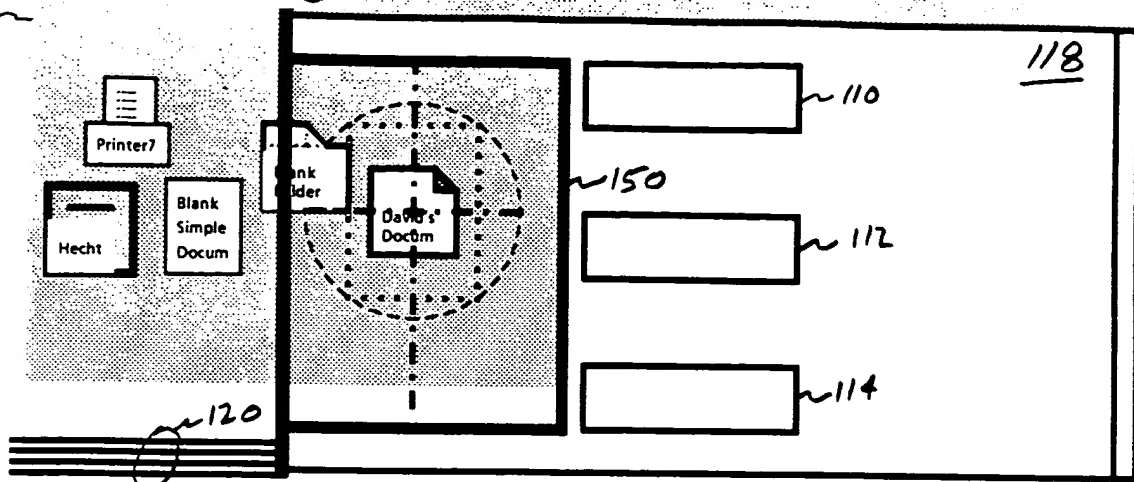


Fig. 15

122

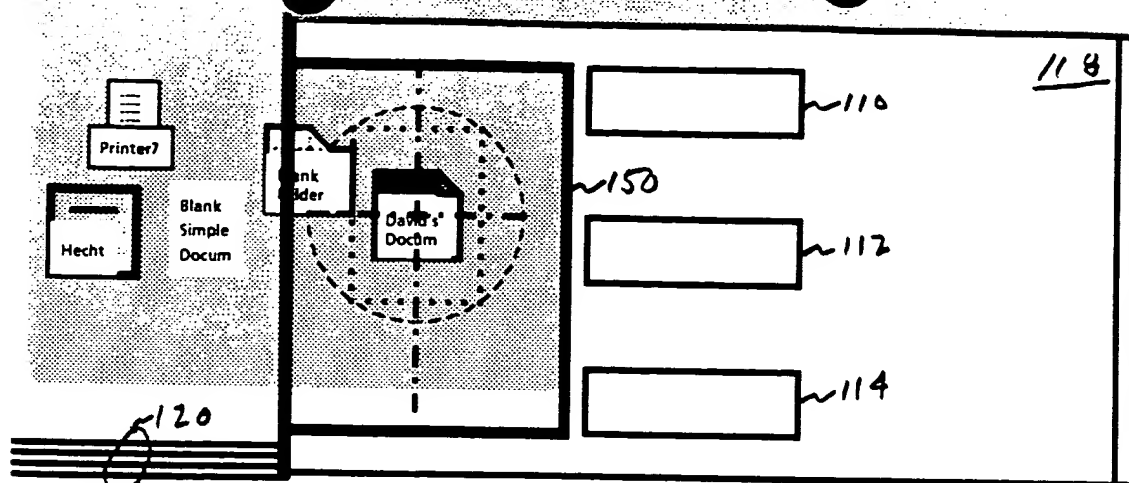


Fig. 16

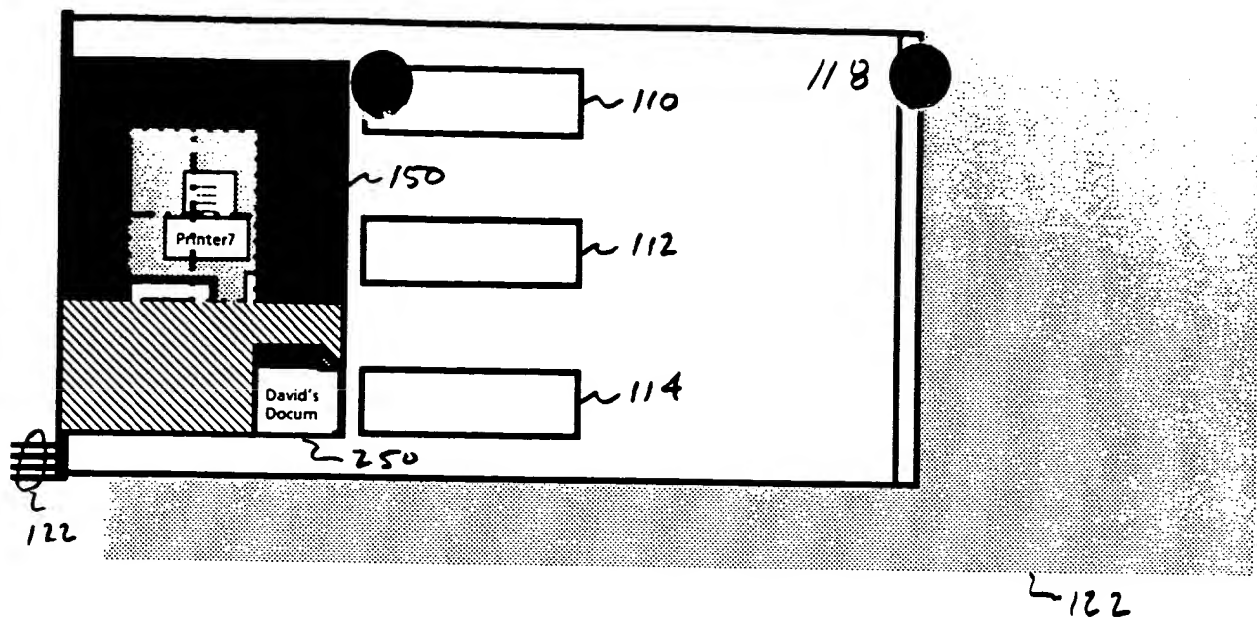


Fig. 17

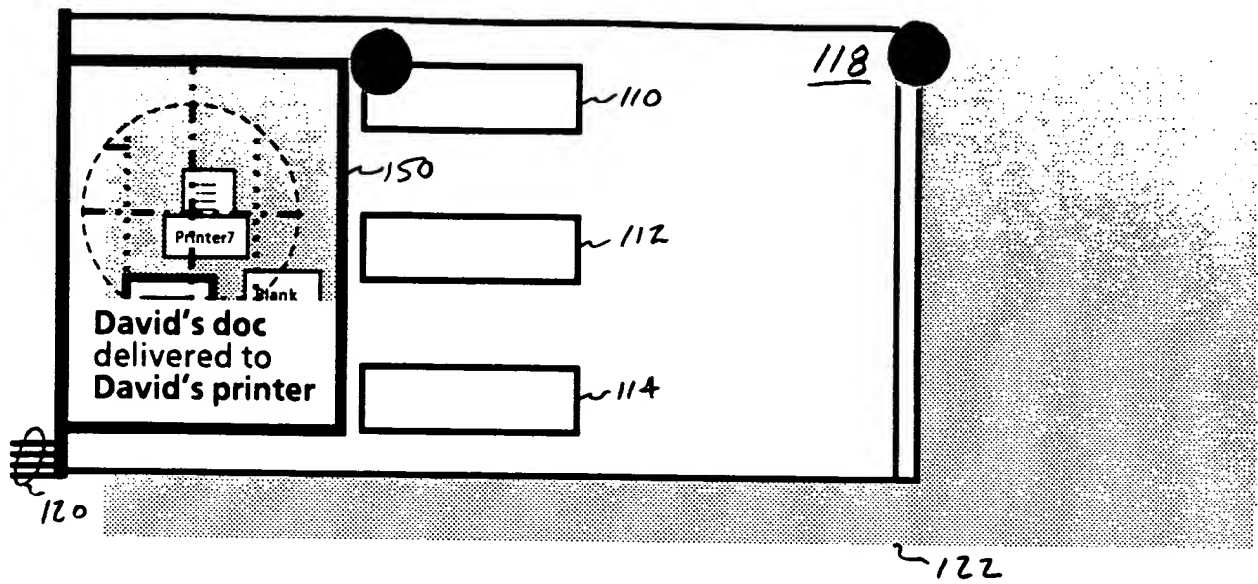


Fig. 18

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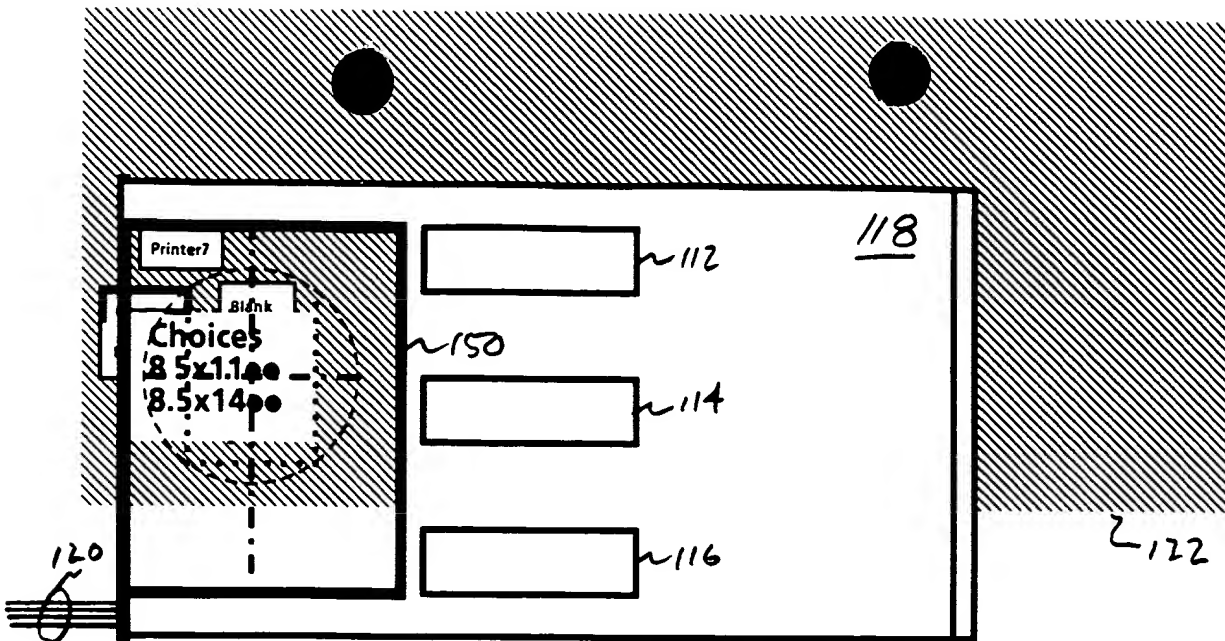


Fig. 19

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Figure 1 is a schematic diagram of a computer system architecture. The diagram includes a printer icon labeled "Printer?", a document icon labeled "Hecht", and a document icon labeled "Blank Simple Docum". A central document icon labeled "David's Doc" contains a "CLOSE" button and a "David's Docum" icon. To the right of the central document are three rectangular boxes labeled 112, 114, and 116. A large bracket labeled 150 spans the three boxes. A bracket labeled 120 is at the bottom left. A bracket labeled 252 is at the bottom center, and a bracket labeled 250 is at the bottom right. The number 118 is written in the top right corner.

Fig. 20

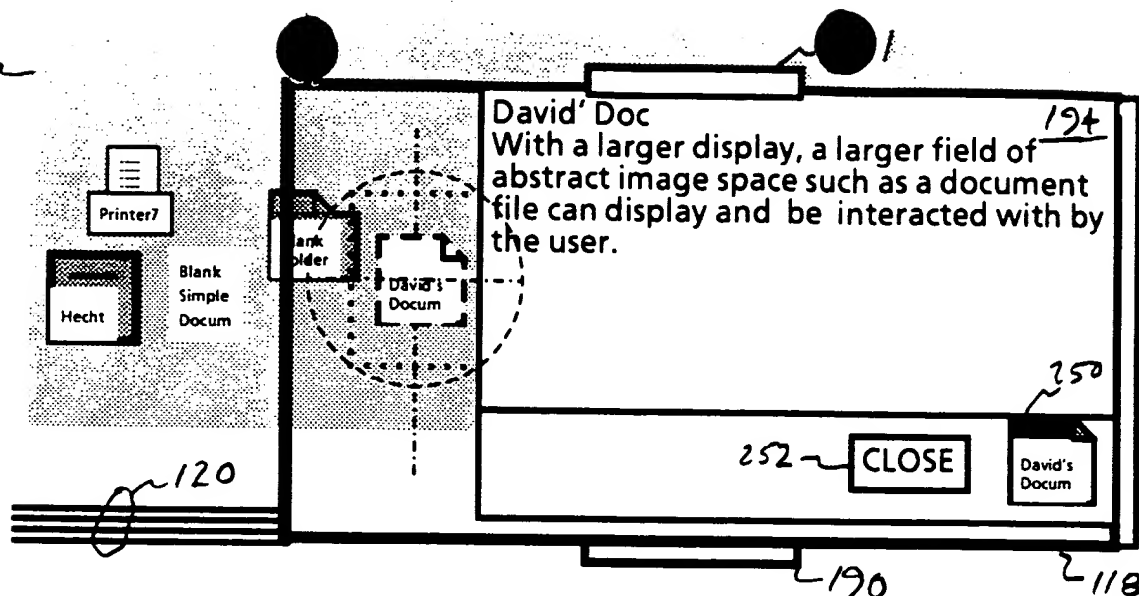
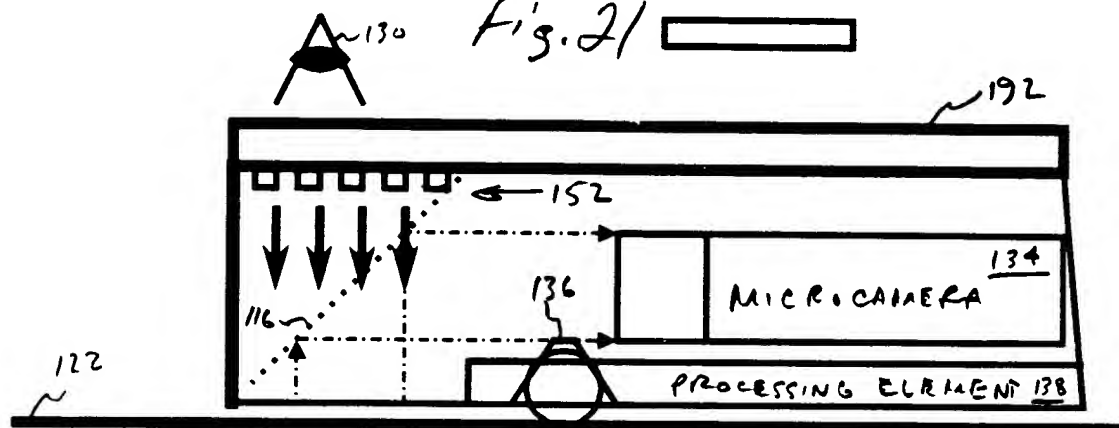


Fig. 2/



Figs. 22

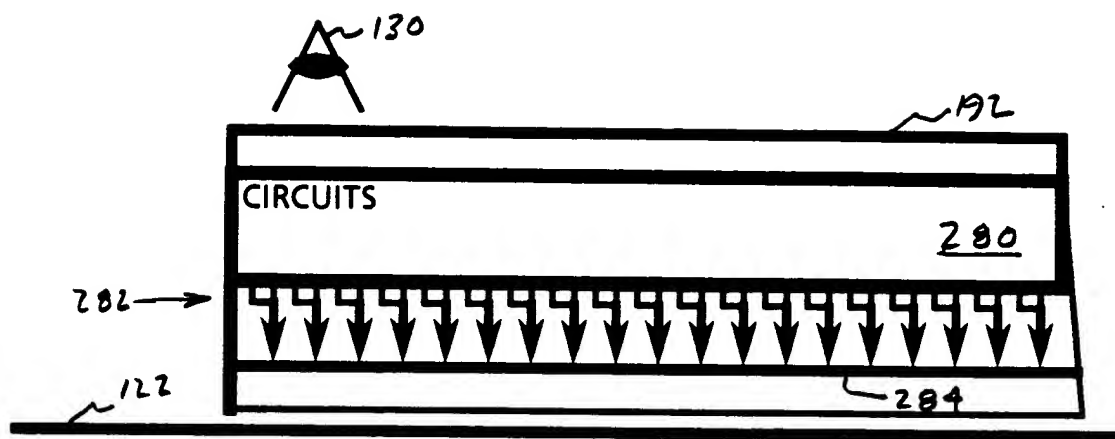


Fig. 23

300

# The critical customer requirement and Xerox advantage

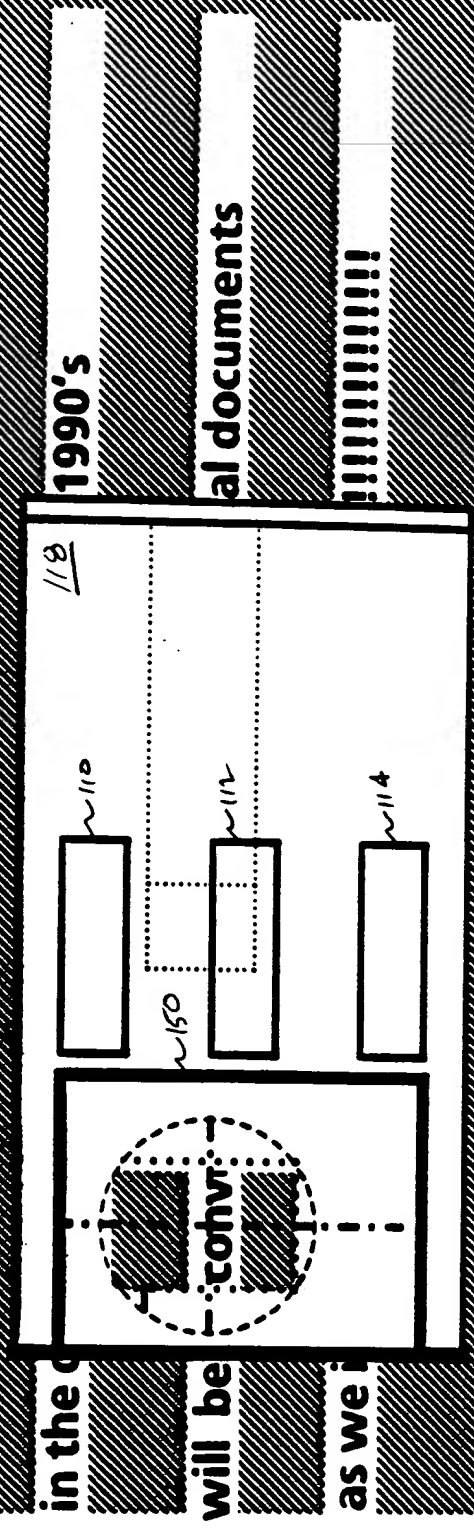
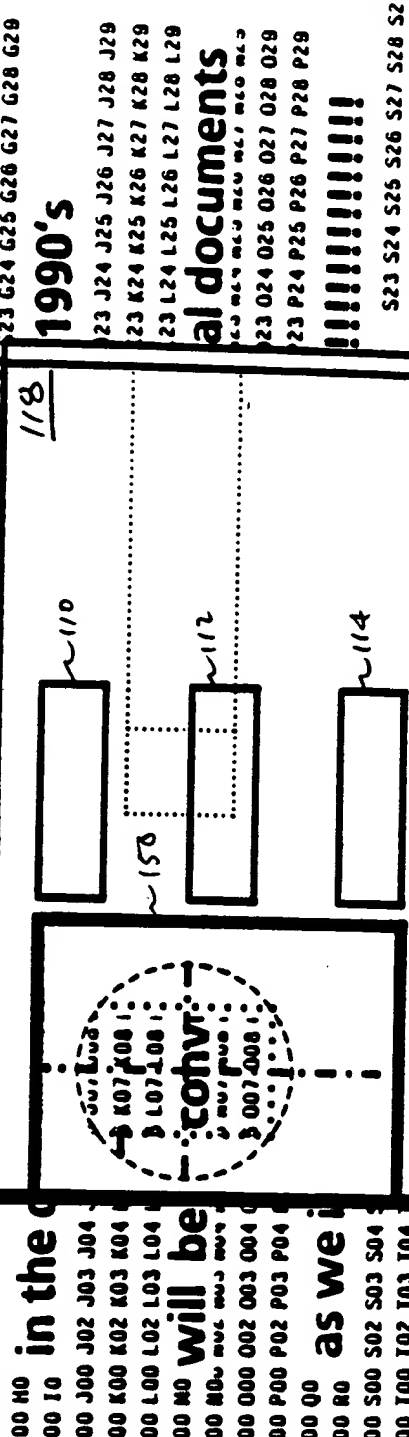


Fig. 24

A00 A00 A02 A03 A04 A05 A06 A07 A08 A09 A10 A11 A12 A13 A14 A15 A16 A17 A18 A19 A20 A22 A23 A24 A25 A26 A27 A28 A29  
 B00 B00 B02 B03 B04 B05 B06 B07 B08 B09 B10 B11 B12 B13 B14 B15 B16 B17 B18 B19 B20 B22 B23 B24 B25 B26 B27 B28 B29  
 C00 C00 C02 C03 C04 C05 C06 C07 C08 C09 C10 C11 C12 C13 C14 C15 C16 C17 C18 C19 C20 C22 C23 C24 C25 C26 C27 C28 C29  
 D00 D00  
 E00 E00  
 F00 F00 F02 F03 F04 F05 F06 F07 F08 F09 F10 F11 F12 F13 F14 F15 F16 F17 F18 F19 F20 F22 F23 F24 F25 F26 F27 F28 F29  
 G00 G00 G02 G03 G04  
 H00 H00  
 I00 I00  
 J00 J00 J02 J03 J04  
 K00 K00 K02 K03 K04  
 L00 L00 L02 L03 L04  
 M00 M00  
 N00 N00  
 O00 O00 O02 O03 O04  
 P00 P00 P02 P03 P04  
 Q00 Q00  
 R00 R00  
 S00 S00 S02 S03 S04  
 T00 T00 T02 T03 T04  
 U00 U00 U02 U03 U04

300

# The critical customer requirement and Xerox advantage



1990's

23 J24 J25 J26 J27 J28 J29  
 23 K24 K25 K26 K27 K28 K29  
 23 L24 L25 L26 L27 L28 L29  
 23 M24 M25 M26 M27 M28 M29  
 23 N24 N25 N26 N27 N28 N29  
 23 O24 O25 O26 O27 O28 O29  
 23 P24 P25 P26 P27 P28 P29

al documents

!!!!!!!

S23 S24 S25 S26 S27 S28 S29  
 23 T24 T25 T26 T27 T28 T29  
 23 U19 U20 U22 U23 U24 U25 U26

Fig. 25

~300

# The critical customer requirement and Xerox advantage

in the document

118

~110

will be to convert

~150

~112

as we intend to do

~114

1990's

al documents

!!!!!!!!!!!!

Fig. 26

300

## The critical customer requirement and Xerox advantage

**in the document processing markets of the 1990's**

will be able to convert paper documents into digital documents

**as we intend to do!!!!!!!!!!!!!!!!!!!!**

Fig. 27



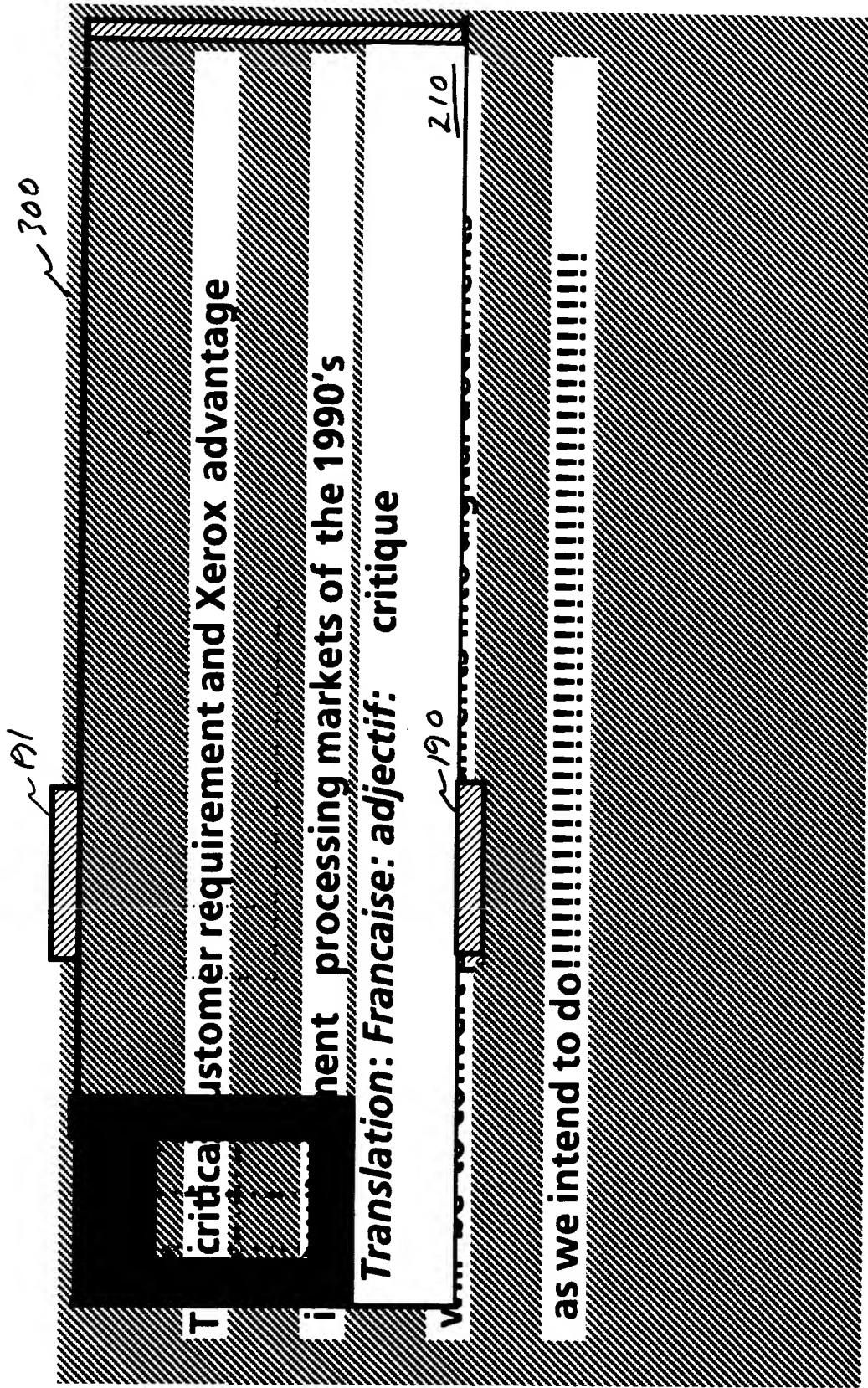


Fig-28



Fig. 29